

EXECUTIVE APPROVAL FORM

Southern Union Company

New Requests 30-May-2003:

HQAPP:

1. Section D.1. Please insert the following language following the current section 3 of the ordering document:

"4. Section 4.1. subsections a. - v. of the Ordering Document dated February 28, 2003 referencing OLSA V020703 are hereby incorporated herein by reference."

Note: The attorney at SU is insisting on this language to make her comfortable, this references the term OLSA with changes that we did at end of Q3. This refers to OLSA v020703 with amended terms. Her proposed language is redundant but she will sign if we include. Client wants to insure that modifications to the original OLSA made in the February 28, 2003 Ordering document are included under this Ordering Document. Those modifications were Section D.1. subsections a-v.

TIER 3:

2. Use simplified customer reference language

Requests below approved on 26-May-2003:

HQAPP Requests:

1. Cap support at 4% for five years (four renewals).

Tier 1 Requests:

1. Discount 48% worse case
2. Price hold for 21 months at 45% discount, minimum order of \$10,000

Tier 2/3 Requests:

1. Divestiture language to use software for up to one year.

DEAL SUMMARY

Deal Summary	
Programs	Financial Applications, iAS and iDS.
License Discount	48% (ebiz + 28%)
Support Discount	48% (ebiz + 28%)
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A
Support Options/Holds	4% max cap for 5 years
Price Holds	21 month price hold for additional quantities at 45% discount
List License	\$644,640
List Support	\$141,820
List Comp & Admin	N/A
Net License	\$335,213
Net Support	\$73,746
Net Comp & Admin	N/A



Net Total Price	\$432,553
Price List Used	March 24, 2003

Justification:

Worse case net license of \$335,213. Client will sign this month if we can meet the same terms from February 2003 transaction that closed at 45% discount and a net license of \$641,355. Client has asked for same 45% discount. Worst case is to insure transaction closes in May 2003.

Discount should remain at 45% but competition is Lawson and PeopleSoft who are executing a delay tactic to push transaction into June 2003. Client has two additional acquisitions in its strategic plan and is requesting a 21 month price hold for additional licenses at the same discount which is consistent with February 2003 transaction as is support cap.

Customer has met all minimums for the licenses purchased under this Ordering Document.

Privileged Material Redacted

Submitted By: *Jon Fisher, ASM. Pete Bovenzi, RM. John Boucher, AVP.*

R: 05/30/03

C: 05/30/03

L: 05/30/03

A: 05/30/03

BP: swong